

Now that 2021 is in full swing, what's in store for us in the U.S. real estate economy and capital markets? For our 1st Quarter program, REIAC has assembled some of The Best Minds in Real Estate, who will deliver the answers to us on March 25th, at 5 p.m. (via Zoom):

Moderator:



Lisa Pendergast is the current Executive Director of Commercial Real Estate Finance Council (CREFC), was the 2010/2011 President and formerly a member of CREFC's Board of Governors for over nine years. She also previously served on the Editorial Board of CREFC's CRE Finance World.

Lisa has been a top-ranked research analyst in the highly competitive Institutional Investor All-American Fixed-Income Research Team survey in the CMBS category. She has published several articles and reports on various aspects of the CMBS markets that appear in industry handbooks and academic journals, and is often quoted in the financial press on commercial real estate debt-related issues.

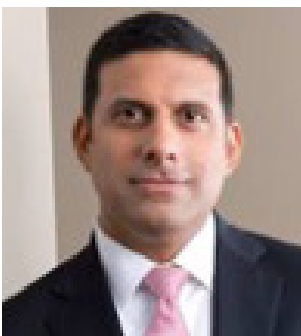
Panelists:



Kathy Farrell is **Head of the Truist Commercial Real Estate** line of business.

Kathy began her career at Truist via SunTrust in an equivalent role as the head of SunTrust Commercial Real Estate. Throughout her career, Kathy has held positions as the executive risk officer for Commercial Real Estate, head of the REIT Banking Group and the REIT senior credit officer.

Kathy has over 25 years of real estate finance and banking experience, including origination, underwriting, capital markets, work-out strategies and risk management.



Sam Chandan, PhD is the **Larry & Klara Silverstein Chair in Real Estate Development and Investment and dean of NYU's Schack Institute of Real Estate**. He is also **Founder of Chandan Economics**, an economic advisory and data science firm serving the institutional real estate industry, a contributor to Forbes and host of the Urban Lab Podcast and the Real Estate Hour on SiriusXM Business Radio, the latter airing in special editions.

Sam's commentary on commercial and residential real estate markets and the broader economy has been featured regularly in national and global press, including the Wall Street Journal, the Financial Times, CNBC and Bloomberg.



Chris Scribner is a **Senior Policy Advisor at Venable LLP** where he advises and represents banks, insurers, fintechs and real estate firms before Congress, the Biden Administration and regulatory agencies.

Previously, Chris worked at Regions Bank for 12 years, where he opened its Washington office and was the Head of Public Policy. He was a speechwriter for the CEO at a Fortune 50 firm and earlier, was a business and political reporter. Chris earned a Ph.D. at Vanderbilt University and graduated from Princeton University.

Our panel will contemplate and answer the tough questions of the day:

What will the Biden Administration do for us / to us in the commercial real estate industry?

- New policies that will impact us for better or worse?
- With all the economic stimulus coming from Washington, how will that find its way to CRE tenant demand, property performance and values?
- Or is it "Bidenomics / Schmidenomics, we had an election?"

Are institutional lenders picking up where they left off (Let's party like it's January 2019) or is there a fundamental paradigm shift in capital and focus, that we will see emerge this Spring?

- What geographic areas will be the biggest winners and losers in the post-pandemic economy?
- What sectors stand to gain or lose?
- To what extent has the pandemic permanently changed demand and usage patterns for different CRE sectors (i.e. CBD office, suburban office, malls, convention/business hotels, urban/suburban multifamily, industrial)?

What is the 24-month prediction on the health of our national and regional economy? (acknowledged, though, that predictions are difficult, especially ones about the future...)

- Interest rates are rising but cap rates are flat to falling; Some suggest U.S. CRE cap rates “will become European” meaning very low for an extended period. What is the panel’s view on cap rates? And can anyone please get the prices of lumber and steel down...?

REIAC will host our upcoming **Members Only** program as a Zoom video conference (link instructions to follow). We hope you will join us online on March 25th at 5:00 p.m. and as always, REIAC appreciates your support and participation at a time when regrettably we can’t all be together.

We thank our generous sponsors for their ongoing support: **Crown Advisors, Dentons, KeyBank Real Estate Capital, LightBox EDR & Stewart Title - Commercial Services.**

A special thanks to Dentons for hosting our Zoom conference call!

REGISTRATION:

This is a Members-only presentation. Please register via the link below:

[EVENT REGISTRATION](#)

Schedule: Thursday, March 25, program begins at 5:00 p.m. SHARP

The registration confirmation email will contain the Zoom link and login credentials. *The Zoom link provided in your registration confirmation email cannot be forwarded to others; it is unique to each member.* If you have guests you wish to invite who are Principals, please reach out to Jerry Monash at 404.847.9781 or Jerry@lancetrealtyadvisors.com.

Best Regards,

Jerry Monash, CCIM
REIAC SE President

Bill Leffler
Program Chairman

Lissette Rivera-Pauley
Program Organizer

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